

CV Mateo Amengual

Master in Business Administration. IESE. Universidad de Navarra, Madrid

PhD. in Telecommunication Engineering. Universidad Politécnica de Cataluña, Barcelona

Telecommunication engineering. Universidad Politécnica de Cataluña, Barcelona.

Large experience in defining holistic approaches to transform business and gain competitiveness by means of innovation (Organizational, Technological, Processes, Products, Clients, etc) and including many different types and levels of stakeholders.

Wide knowledge of ICT (Information and Communications Technologies) in general and especially of solutions for Commercial and Customer Relationship Management (CRM).

I have developed my professional career in different multinational management consultancy/technology firms (PriceWaterhouseCoopers, IBM, Siebel, Oracle, Blueline) where I have achieved Director/Senior Manager positions and also in several spanish IT services companies (now integrated in Indra or Tecnobit).

Experienced in managing complex projects (40+ consultants) of implementation of CRM solutions across different industries: Insurance, Banking, Energy, Entertainment, Tourism, Travel and Public Sector. Accountability for projects profitability.

Experienced in the definition of technological approaches that involve the implementation of packaged solutions as well as system integration. Accountability over sales volume of projects.